

Message Text

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TO AMEMBASSY MEXICO PRIORITY

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TAGS: BEXP, MX

SUBJECT: AIR TRAFFIC CONTROL TECHNICAL SEMINAR, SEPT. 23-27,1974

REF: MEXICO 7006

1. FOLLOWING ARE RESULTS OF BRIEFING AND REHEARSAL HELD FOR SEMINAR TEAM AT DEPARTMENT OF COMMERCE ON THURSDAY, AUGUST 29.

2. LINEUP. ONLY CHANGE IN PARTICIPANTS TOLD TO US WAS SUBSTITUTION OF STAN FOOTE (FULL NAME- HORACE STANDWOOD FOOTE) FOR HENRY DONALDSON FOR SPERRY UNIVAC. CARL RUMSEY, WHO ATTENDED BRIEFING FOR SPERRY, WAS INFORMED IT TOO LATE TO CHANGE PRINTED MATERIALS. PLEASE CHANGE HOTEL RESERVATION. FLENER, TOWER AND PRICE WILL TRAVEL ON OFFICIAL USG PASSPORT AND WILL HAVE PROPER MEXICAN VISAS. INDUSTRY PARTICIPANTS WILL TRAVEL ON TOURIST CARDS. FOLLOWING NORMAL EXHIBITION ROUTINE, PLEASE CONVEY FOLLOWING LIST TO GOM IMMIGRATION AURHORITIES:

BENDIX INTERNATIONAL - WILL LEE AND ARTHUR D. MCCOMAS;

COLLINS RADIO - EDWARD M. VINZULIS AND JOSEPH FINKSTEIN;

CROUSE-HINDS--JOHN S. HANEY;

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RAYTHEON COMPANY - KURT R. SCHWERDT;

SPERRY UNIVAC - CARL E. RUMSEY AND STAN FOOTE;
TEXAS INSTRUMENTS - GEORGE TUTTLE;
WESTINGHOUSE - ROBERT GORRIE AND CALVERT PHILLIPS;
WORLDWIDE VILCOX - EARL LONG AND EDWIN J. POWELL.

3. PLEASE CHECK NUMBERS OF HOTEL ROOMS RESERVED AGAINST ABOVE LIST, WITH ADDITIONAL SINGLE FOR PRICE AND SUITE FOR FLENER AND TOWER.

4. QUESTION AROSE AT BRIEFING AS TO WHETHER US COMPANIES ALLOWED TO QUOTE TO GOM DIRECTLY ON GOVERNMENT TENDERS FOR ATC EQUIPMENT, OR WHETHER QUOTES HAD TO BE MADE BY MEXICAN REP OF U.S. COMPANY. ANSWER GIVEN WAS THAT US COMPANIES HAD TO BID THRU MEXICAN REPS. PLEASE CONFIRM THIS CORRECT FOR ATC. CAN YOU PROVIDE NAMES OF PLESSY AND THOMSON REPS IN MEXICO CITY, WHO PRESUMABLY HAD TO FOLLOW THIS PROCEDURE?

5. PRESUMBE YOU HAVE ALREADY CONSIDERED THIS, BUT MEXICAN REPS OF US PARTICIPANTS SHOULD BE INCLUDED IN PROGRAM TO EXTENT SPACE AND FUNDS PERMIT. MEXICAN OFFICIALS SHOULD BE ACCORDED FIRST PRIORITY, BUT REPS CAN OBVIOUSLY GAIN BY BEING IN PROXIMITY THEIR PRINCIPALS DURING EVENT SCHEDULE.

6. COMPANIES HAVE BEEN INFORMED THAT APPROXIMATELY ONE-HALF OF BUSINESS APPOINTMENT TIME WILL BE PRESCHEDULED, REMAINING HALF WILL BE LEFT OPEN FOR THEM TO SCHEDULE AFTER ARRIVAL. INDIVIDUAL APPOINTMENT SHEETS SHOULD BE GIVEN TO REPS AT EMBASSY BRIEFING.

7. BRIEFING AND REHEARSAL WENT WELL. FLENER PRESENTATION RUNS ABOUT 45 MINUTES, COMPANY PRESENTATIONS ALL RUN SLIGHTLY LESS THAN 30 INUTES. WE NOTE FROM REFTEL THAT YOUR SCHEDULING COMPANY PRESENTATIONS EXACTLY 30 MINUTES APART WILL NOT ALLOW FOR TEN MINUTES QUESTION-AND -ANSWER AFTER EACH PRESENTATION.

8. FLENER WILL SHOW TEN MINUTE FILM, IN SPANISH, ON AIR TRAFFIC CONTROL OPERATIONS AS PART OF HIS PRESENTATION.
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WILL NEED 16MM SOUND PROJECTOR IN SEMINAR ROOM. ALL OTHER PARTICIPANTS WILL USE 35MM SLIDES ONLY AS VISUAL AIDES. MOST PARTICIPANTS HAVE HAD SLIDES TRANSLATED INTO SPANISH.

9. DURING BRIEFING, ALL PARTICIPANTS WERE DEEPLY INTERESTED IN MEXICAN SCHEDULE FOR PROCUREMENT OF ATC EQUIPMENT. WE ARE PROVIDING PARTICIPANTS WITH PUBLISHED INFOR AT OUR DISPOSAL, BUT PARTICIPANTS WOULD BE MOST EAGER

TO HAVE DGAC TORRES OR DESIGNEE MAKE A LONGER INTRODUCTORY PRESENTATION ON CURRENT STATUS MEXICAN PLANS. THIS WILL UNDOUBTEDLY BE POINT OF MANY QUESTIONS BY US INDUSTRY REPS, AND DGAC MAY FIND IT WOULD SAVE MUCH REPETITION TO GIVE AS DETAILED A PRESENTATION AS POSSIBLE AT VERY BEGINNING. PLEASE ADVISE.

10. AS TOWER INFORMED YOU DURING ADVANCE WORK, GROUP IS GATHERING IN FORT WORTH ON SUNDAY, SEPTEMBER 22, AND WILL HAVE BRIEFING AT FORT WORTH REGIONAL ATC FACILITY AT DALLAS/FORT WORTH AIRPORT EARLY MORNING MONDAY, SEPTEMBER 23. IN CASE YOU SHOULD NEED TO CONTACT TOWER OR FLENER, GROUP WILL BE STAYING AT AIRPORT MARINA HOTEL, TELEPHONE (214) 453-8400.

11. GROUP WILL ARRIVE MEXICO CITY AT 1319 HOURS VIA AA93, MONDAY, SEPTEMBER 23.

12. ORDER OF SEMINAR PRESENTATIONS WILL BE: CHAIRMAN FLENER, CROUSE-HINDS, WORLDWIDE WILCOX, COLLINS, TEXAS INSTRUMENTS, BENDIX/ SPERRY UNIVAC, WESTINGHOUSE, RAYTHEON. KISSINGER

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